



ABOUT THE LOCAL BUYING PROGRAM

The Local Buying Program (LBP) provides opportunities for small businesses in eligible regions to competitively supply goods and services to BHP, BHP Mitsubishi Alliance (BMA) and BHP Mitsui Coal (BMC). The Local Buying Program began in 2012 and is delivered in partnership between BHP and C-Res. C-Res is a cost neutral entity that proudly continues to deliver the LBP across all BHP Minerals Australia assets nationwide.



| State Totals | Financial Year to Date Results July – September 2019 | | | | | |
|-------------------------|--|-------------|------------------------|-------------|-----------------------------|-------------|
| | Approved Spend | | Business Participation | | Approved Work Opportunities | |
| New South Wales | \$3,173,858.93 | 8.5% | 119 | 8.6% | 243 | 9.8% |
| Queensland | \$28,022,684.23 | 75.7% | 927 | 67.4% | 1,884 | 76.1% |
| South Australia | \$393,607.77 | 1.1% | 87 | 6.3% | 50 | 2% |
| Western Australia | \$5,448,870.67 | 14.7% | 243 | 17.7% | 300 | 12.1% |
| July – Sept 2019 | \$37,039,021.60 | 100% | 1,376 | 100% | 2,477 | 100% |

Since Commencement (2012)



Approved Spend

\$389,349,350.46



Average Payment Days

14.3



Approved Work Opportunities

29,635

18.7

Days average payment period from receipt of invoice

591

Registered BHP Buyers creating work opportunities



NATIONAL ENGAGEMENT HIGHLIGHTS

C-Res through the Local Buying Program is committed to providing business support essential to building capacity and capabilities of locally owned small businesses in eligible regions nationwide. Building and sustaining working relationships and partnerships within the business community is central to our focus on growth opportunities and sustainability. C-Res team members are actively involved with key community organisations, business chambers and industry groups to ensure positive engagement with our stakeholders.

Key achievements and engagement activities this quarter include:

- Queensland Local Buying Foundation approving six funding applications for Round 3, 2019
- New South Wales Local Buying Foundation approving two funding applications for Round 3, 2019
- C-Res CEO, Tracey Cuttriss-Smith, presented at the 2019 GMUSG Conference and Trade Expo in Port Pirie
- C-Res working alongside BHP at the 2019 GMUSG Conference and Trade Expo
- C-Res Business Development Manager, John Aurisch, presenting LBP updates in Singleton and Muswellbrook
- C-Res sponsoring the Best Business (5 – 10 Employee) Category at the Port Hedland Chamber of Commerce and Industry Awards Evening
- C-Res attended and proudly sponsored the R U OK? Day event in Mackay with Resource Industry Network (RIN) and Mackay Region Chamber of Commerce